



February 25, 2011

Honorable Jac Siegel, Mayor  
City of Mountain View  
500 Castro Street  
P.O. Box 7540  
Mountain View, California 94039-7540

✓ Mike Zeller  
- Melissa  
- Patsy  
- Jamie

RE: Recology and the City of Mountain View

Dear Mayor Siegel:

The purpose of this letter is to express our interest in continuing to work with the City in meeting its solid waste and recycling goals and to propose what we believe to be a great opportunity to enhance the services the City and Recology jointly make available to our customers, at a cost savings to the City.

First, it is important to acknowledge that with the closing of Minton's Lumber, Recology is now Mountain View's oldest business. We are also the oldest and one of the founding members of the Chamber of Commerce. When our relationship began, we were known as Foothill Disposal and Mountain View's population according to the US census of 1940 was 3,946. We have always felt part of this community and have grown with you.

Our franchise with the city is unique when compared to other cities because most cities turn all of their solid waste needs over to their contract hauler (billing, collections, customer service, etc.) In Mountain View, we share those responsibilities with city staff and work jointly in that effort. While Recology buys the trucks, equipment, and employs the drivers, to a person, our drivers feel they are part of the city family and directly responsible for customer service on their individual routes. Many of our mutual customers form a bond with our drivers and come to depend on them and appreciate their often personalized service and attention.

Recology fully understands that it is prudent from time to time for cities to examine the market for the services we independently provide and know that you have retained a consultant to perform an analysis of the cities solid waste practices and Zero Waste Plan. We look forward to assisting and participating in that process to the extent our assistance is needed by the City. But, back to the purpose of this letter.

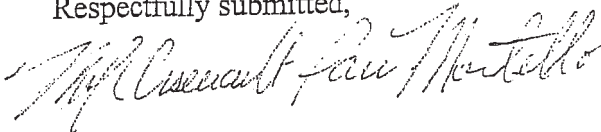
While we note that our franchise agreement is coming up in April of 2013, we all must recognize that neither our renewal nor an RFP process is timed to coincide with the expiration of Mountain View's contract with the Sunnyvale SMART station which is set to expire October of 2021. We think that because the city and Recology currently accomplish 2/3 of the solid waste/recycling mission and that the SMART station is our important 1/3 partner, that we should at least make a relatively small investment in a conversation about whether we may all benefit by better coordinating that timing. It is our view that, working together, we can do something important between now and July as partners, so that any shift in responsibilities is timed to coincide with the expiration of the city's contract with the SMART station.

Although this conversation could be pursued a number of different ways, the Mayor or Council could appoint an ad hoc committee to meet with Recology and city staff to look at what could be gained by making some immediate adjustments to the existing franchise that would expand some services in the interim and then better time the expiration of the franchise to be on track with the SMART Station.

We believe that through this dialogue, the City could secure important new services and potentially reduce costs during economic times which find all of us trying to accomplish more with less. We do not think this dialogue will affect the process being conducted by the consultant necessarily, but ultimately it is for the City to decide whether further dialogue is warranted and whether added savings could come from exploring cost saving options while conducting initial phases of the Zero Waste Plan analysis. At the street level, this dialogue could lead to a short amendment to our contract with new "greener" services such as increased recycling, the addition of food waste recycling and other service increases at no net cost to the city or customers.

Again, Recology is proud of its service to the city and its residents. Although we strive for service excellence in all of our assignments, our relationship with Mountain View is truly unique and we want to offer you unique opportunities to continue to display the leadership that Mountain View is known for and that gave birth to this approach in the first place.

Respectfully submitted,



Mark Arsenault  
Pam Martello  
Recology Mt. View

Cc: Members of the City Council  
Kevin Duggan, City Manager



Mark J. Arsenault  
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WASTE ZERO